



Cisco

700-037 Exam

Advanced Collaboration Architecture Sales Specialist

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Question: 1

Which three options are ways that customers benefit from the Cisco Technology Developer Program? (Choose three.)

- A. Complete access to Cisco technologies and support resources
- B. Faster, more successful deployments
- C. Display the Cisco Compatible logo in association with their product offering
- D. Exponentially expands the number and quality of rich, new business solutions
- E. Opportunity to participate in Cisco research and development to develop next-generation Cisco Collaboration solutions

Answer: C, D, E

Explanation:

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps11369/c22_728428_third_party_apps.pdf

Question: 2

In which deployment model does the service provider host dedicated equipment within its network operations center for a predictable monthly cost?

- A. Managed customer-premises
- B. Equipment services
- C. Fully hosted unified communications
- D. Advanced services mode
- E. Hybrid or blended model

Answer: C

Explanation:

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/custcosw/ps5693/ps11349/ccaas_brochure.pdf (7th bulleted point on the page)

Question: 3

Which collaborative quoting platform gives an account manager the autonomy to make deals and quote decisions from within a single workspace?

- A. Cisco Partner Central
- B. Cisco Commerce Workspace
- C. Cisco Unified Communications Business Advisor
- D. Cisco Smart Business Roadmap

Answer: C

Question: 4

Which three options are important selling points for Cisco against Microsoft? (Choose three.)

- A. Cisco better enables for mobility and deskless workers.
- B. Cisco is well respected and is the only serious choice in collaboration.
- C. Cisco Unified Presence can be integrated with Microsoft Office Communicator and Microsoft Lync.
- D. Cisco has the maturity both in technology development and empirical deployment to scale to the requirements of large enterprises.
- E. Cisco routers represent a competitive edge in remote offices.
- F. Cisco provides unparalleled value to the managed service provider.

Answer: A, C, D

Question: 5

Which option is an application in the Cisco IOS Software that provides call processing for as few as 15 and as many as 450 Cisco Unified IP Phones?

- A. Cisco Unified Communications Manager Express
- B. Cisco Unified Computing System
- C. Cisco Integrated Media Engine
- D. Cisco Emergency Responder

Answer: A

Explanation:

Reference:

http://www.cisco.com/en/US/prod/collateral/voicesw/ps6788/vcallcon/ps4625/data_sheet_c78-634095

Question: 6

Which option aligns licensing to these three key role-based licenses: Power User, Information Worker, and Officer Worker?

- A. Right-to-Use Licenses
- B. Cisco Unity Connection 9.0 Licensing
- C. Cisco Unified Workspace Licensing
- D. Device License Units

Answer: C

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